AMERADA HESS CORPORATION

CHARLES V. M. ISZARD
MERCHANDISING MANAGER

1 HESS PLAZA
WOODBRIDGE, N.J 07095-0961
(908) 750-6144

FAXED
October 15, 1996

Mr. Nick Kuruc
R.J. Reynolds
400 Raritan Center
Edison, NJ 08837

Dear Nick:

Attached is the Distribution for the special Forsyth **Signature** Program.

Distribution details;

1) Three waves starting November 4th.

2) All distributed product will have an extra $1 off invoice, bring the total off invoice to $3.30.

3) All Product will be non-stickered/couponed.

I can be reached at (908) 750-6144

Sincerely,

Charlie

Charles V.M. Iszard
Amerada Hess

cc: R. Lawlor
R. Tisch
B. Adams
L. Maggio
A. Wilson - (McLane Corp. Fax - (817) 771-7392)

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Source: https://www.industrydocuments.ucsf.edu/docs/snpn0000

Attachment II

PROMOTION #650 - FORECAST AND ORDER FORM
FORSYTH PARTNERS 4th QUARTER, 1996 PROMOTION

(Extra product needed to support a promotion not scheduled in the Work Plan)

Today's Date: 10/15/96 (Submit form at least 4 weeks prior to promotion)

Who we can contact if we have questions

RJR Contact Name	G. N. Kuruc, Jr.
RJR Contact Phone	908-225-4774

Is this a Chain, Wholesaler, or Division wide promotion?

Chain Name	Hess Mart
Chain ID	0353-03-00
or Wholesaler Name	
Wholesaler Account #	
or Division # (if Division wide)	

Describe the promotion, with specific value if known (Example: buy-down, accrual dollars, special pre-booking, etc.):

Forsyth Private Label Partners Promotion for the 4th Quarter, 1996

$1.00 Off Per Carton

Enter Direct Account #, Public Warehouse # (if known), PO # and EFT Code for each location.

DIRECT ACCOUNT SIS # McLane Southeast		376430			
PUBLIC WAREHOUSE #					
REQUESTED SHIP DATE W/O 11/4/96					
PO #					
EFT CODE					
Brand Style Names (PRINT LEGIBLY)	**UPC (for Customer Service use only)**	**Order Quantity**	**Order Quantity**	**Order Quantity**	**Order Quantity**
Signature FF 100's	12300-22957	10			
Signature FF 85s	12300-22953	10			
Signature Light 100s	12300-22963	6			
Signature Light Men 100s	12300-22975	4			
Signature Ultra 100s	12300-22969	2			
Signature Light 85s	12300-22960	3			

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Comments/Special Instructions:

FAX this form to Promotions Area: 910-741-2156 Direct questions to: 910-741-3521, 3078, 3545

Source: https://www.industrydocuments.ucsf.edu/docs/snpn0000

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PROMOTION #650 - FORECAST AND ORDER FORM
FORSYTH PARTNERS 4th QUARTER, 1996 PROMOTION

(Extra product needed to support a promotion not scheduled in the Work Plan)

Today's Date: 10/15/96 (Submit form at least 4 weeks prior to promotion)

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RJR Contact Name	G. N. Kuruc, Jr.
RJR Contact Phone	908-225-4774

Is this a Chain, Wholesaler, or Division wide promotion?

Chain Name	Hess Mart
Chain ID	0353-03-00
or Wholesaler Name	
Wholesaler Account #	
or Division # (if Division wide)	

Describe the promotion, with specific value if known (Example: buy-down, accrual dollars, special pre-booking, etc.):

Forsyth Private Label Partners Promotion for the 4th Quarter, 1996

$1.00 Off Per Carton

Enter Direct Account #, Public Warehouse # (if known), PO # and EFT Code for each location.

DIRECT ACCOUNT SIS # McLane Suneast	[redacted]	380734			
PUBLIC WAREHOUSE #	[redacted]				
REQUESTED SHIP DATE W/O 11/4/96	[redacted]				
PO #	[redacted]				
EFT CODE	[redacted]				
Brand Style Names (PRINT LEGIBLY)	**UPC** (for Customer Service use only)	**Order Quantity**	**Order Quantity**	**Order Quantity**	**Order Quantity**
Signature FF 100's	12300-22957	10			
Signature FF 85s	12300-22953	10			
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Signature Light Men 100s	12300-22975	4			
Signature Ultra 100s	12300-22969	2			
Signature Light 85s	12300-22960	4			

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